

Message Text

LIMITED OFFICIAL USE

PAGE 01 STATE 168289
ORIGIN COME-00

INFO OCT-01 EA-10 ISO-00 EB-08 /019 R

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COM/OIM/RKELLY (INFO)
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-----012707 031908Z /43

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FM SECSTATE WASHDC
TO AMCONSUL HONG KONG PRIORITY

LIMITED OFFICIAL USE STATE 168289

E.O. 11652: N/A

TAGS: BENC, HK

SUBJECT: MAJOR PROJECT: KOWLOON-CANTON RAILROAD
ELECTRIFICATION

REF: HONG KONG 8388

1. USDOC/MEPD CONSULTED WITH INDUSTRY ASSOCIATION,
RAILWAY PROGRESS INSTITUTE, AND WITH FIRMS INVOLVED AND
SUGGEST THAT, IN ADDITION TO BUDD AND PULLMAN, KCRR MAY
WISH INVITE BIDS FROM GE AND BOEING VERTOL, ONLY OTHER U.S.
COMPANIES REMAINING IN TRANSIT/COMMUTER/PASSENGER CAR
BUSINESS. RPI ADVISES ST. LOUIS CAR HAS DISCONTINUED ITS
OPERATIONS IN FIELD.

2. CURRENT ADDRESSES ARE:

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GERALD F. GOULD

GENERAL MANAGER, TRANSIT PRODUCTS DEPARTMENT
GENERAL ELECTRIC COMPANY
TRANSIT SYSTEMS BUSINESS DIVISION

2901 EAST LAKE ROAD

ERIE, PENNSYLVANIA 16531

PETER NORTON
MARKETING MANAGER
BOEING VERTOL COMPANY
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THOMAS W. FENSKE
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1745 165TH STREET
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HENRY ESTRADA
VICE PRESIDENT
THE BUDD COMPANY - INTERNATIONAL SALES
RED LION AND VERREE ROADS
PHILADELPHIA, PENNSYLVANIA 19115

3. BEGIN LIMITED OFFICIAL USE. WITHOUT HAVING ANY
DETAILS IN ADDITION TO THOSE PROVIDED BY REFTEL, USDOC
ESTIMATES CAR ORDER OF THIS MAGNITUDE WOULD AMOUNT TO
APPROXIMATELY 60-100 MILLION DOLLARS. OBVIOUSLY, U.S.
MANUFACTURERS ARE EXTREMELY INTERESTED IN ORDER OF THIS
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SIZE. HOWEVER, HONG KONG HAS REPUTATION, PARTICULARLY
FRESH IN MINDS OF U.S. FIRMS INVOLVED IN BIDDING FOR
HKMTRA CAR ORDER, OF PREFERRING BRITISH RAIL PRODUCTS.
TWO OF FOREGOING CARBUILDERS, GE AND BUDD, SPECIFICALLY
MENTIONED THIS TO USDOC AND GE EXPRESSED SOME RELUCTANCE
TO BID EVEN IF INVITATION FROM KCRR IS RECEIVED. UNLESS
CONGEN BELIEVES IT WORTHWHILE, THESE RESERVATIONS NEED NOT
BE PASSED TO KCRR. HOWEVER, IN ORDER TO ASSIST U.S. FIRMS
TO OBTAIN ACCURATE PICTURE OF SITUATION, WOULD
APPRECIATE ANY OBSERVATIONS POST MAY HAVE ON WHETHER KCRR
INVITATION WILL BE REALISTIC OPPORTUNITY FOR AMERICAN
COMPANIES OR PRO FORMA EXERCISE PRIOR TO AWARD TO METRO
CAMMELL OR OTHER BRITISH MANUFACTURER. END LIMITED
OFFICIAL USE. VANCE

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 03 jul 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978STATE168289
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Drafter: OED/MEPD/JLSMITH/LW
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780274-0487
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780798/aaaadffc.tel
Line Count: 108
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: a0c67c7b-c288-dd11-92da-001cc4696bcc
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Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
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Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
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Review Content Flags:
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SAS ID: 2124652
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TAGS: BENC, HK
To: HONG KONG
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Review Markings:
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